Wienerberger Covid-19 update

Status as per April 20, 2020
Strong Q1 performance

- Strong start into 2020
  
<table>
<thead>
<tr>
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<th>Q1 2020</th>
<th>Q1 2019</th>
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</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>€ 792 mn</td>
<td>€ 777 mn</td>
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<tr>
<td>EBITDA</td>
<td>€ 106 mn</td>
<td>€ 110 mn</td>
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- Pricing strategy to cover cost inflation holding up as planned

- March affected by COVID-19 outbreak, volume declines and plant shut downs in some countries

- Short-term shift of strategy focusing on cash preservation implemented
Regional overviews
Western Europe and Nordics

Governmental measures

› Restricted mobility for people: call to stay at home
› Certain countries have extended their restrictions (e.g. France), while others are planning an ease of restrictions (e.g. Denmark, Spain, Germany, Italy)
› Trade flow between countries still ongoing
› State cohesion / emergency measures in various forms are being implemented in each country
  › Subsidized short-term work
  › Compensation measures
  › Stimulus packages
  › State-guarantees for business lending
  › Tax cuts and deferrals

Wienerberger relevant countries
(56% revenue share)
Western Europe and Nordics – no major changes

Specific Wienerberger actions

› Use the advantage of strong local presence to **adjust to local needs**

› **Ensure maintenance** of local supply chains and deliveries to plants in operation (raw material, spare parts,...)

› White collar workers in **home-office**

› Blue collar workers act under highest health and safety instructions, **no interactions between shifts**

› **Government schemes** are used wherever possible to optimize cost structures

› Close collaboration along the local supply chains and customer contact **highly digital**

› **Fast cost reductions** in line with market developments

› Adjusted production / working capital planning for Q2
Eastern Europe

Governmental measures

› **State support schemes** in various forms are being implemented in each country
  › Subsidized short-term work
  › Aid packages for specific industries
  › Interest-free loans
  › Adaptions to labour market regulations are being implemented in each country
  › Ramp-up plan for economy in Austria started on April 14th

Wienerberger relevant countries
(34% revenue share)
Eastern Europe – planned closures conducted, remaining countries still healthy

Specific Wienerberger actions

› Demand is still healthy in most of the markets, most plants are still up and running
› White collar workers in home-office
› Blue collar workers act under highest health and safety instructions, no interactions between shifts
› Preparations for reduced shift patterns if required
› Government support schemes will be used wherever possible to optimize cost structures
› Close collaboration along the local supply chains and customer contact highly digital

Wienerberger capacity actions

AT: First plants re-start in week of April 20
North America – first plant re-opened in Pennsylvania

Governmental measures

› USA
  › Situation differs from state to state
  › Fiscal stimulus package approved
  › Direct payments to Americans and greater unemployment benefits
  › Federally-guaranteed loans and lending to distressed companies
  › Forbearance on mortgage-payments
  › Ramp-up plan for economy announced

› Canada
  › Lockdown has been extended
  › Direct support for workers and businesses
  › Emergency care benefit package
  › Tax delays

Specific Wienerberger actions
(10% revenue share)

› Covid-19 task force developed operational plan to safeguard operations and ensure safety of colleagues and customers
› White collar: work rotations and remote work
› Blue collar: act under highest health and safety instructions, no interactions between shifts
› Close collaboration along the local supply chain and customer contact highly digital
› Fast cost reductions in line with market developments

Watsontown plant restarted April, 13th
Corporate social responsibility initiatives taken to support local communities

**Sewage systems for hospital in Russia**

- Pipelife Russia ensures the supply of vital sewer system products for a new hospital for COVID-19 patients which will be able to accommodate 500 patients by the month of April - safe, reliable and quick.

**Personal protective equipment for hospitals in UK**

- Wienerberger UK has donated protective masks and personal protective equipment from own local sites to the East Riding of Yorkshire Hospital Trust, Hull Royal Infirmary and Brighton Hospital.

**Protective suits for a hospital in Belgium**

- Wienerberger Belgium has donated water-repellent aprons/suits via local network of enterprises to the University Hospital of Antwerp.
Wienerberger Group measures
**Group measures**

**Liquidity position further strengthened**

- **Capex and M&A**
  - Maintenance capex: Reduced to a strict minimum
  - Special capex: Smaller projects carried out, rest is on hold
  - M&A transactions: All projects currently put on hold

- **Personnel costs**
  - Publicly financed **temporary compensation measures** used for white and blue collar workers in all countries where applicable
  - -20% temporary wage cuts on Executive and top management level committed

- **Costs**
  - We are prepared for different stress scenarios and can act quickly to changing environments
  - 4% bond of €300 mn redeemed mid of April

- **Liquidity**
  - Additional € 380 mn of new liquidity have been secured in the last weeks
  - **Current liquidity situation:** >€ 450 mn after redemption of the bond
  - Negotiations for further credit lines ongoing
  - Comfortable with liquidity position and commitment to dividend with proposal to shift payment to October 2020
THE UNCERTAINTY FOR 2020 STILL REMAINS

First positive signs in China's economy

Fear of 2nd wave in South Korea

First hope in Europe to ramp-up economies

USA crisis management caught global attention

Implications for our business year 2020 still uncertain. However, Q2 will most probably be affected the most based on already ongoing measures – more details will be provided with Q1 release mid-of May
COVID will drive a rethinking in how we do global business – Example Wienerberger innovations supporting these trends:

- Increased use of digitalization
- Focus on healthy living and contribution to environment
- Localization of supply chains
- Optimization of processes to involve less people
Increased use of digitalization

**All4Roof for digital customer interaction**

- Wienerberger platform offering a digital end-to-end solution to roofers using our roof systems
- The roofers’ customer receives a detailed offer directly generated by the tool – no physical contact needed
- Simplifies processes for the roofer
- Ensures business continuity by driving digitalization
Innovative prefab system that can change the installation industry

> Ready-made, tailor-made electrical installation based on a digital house plan

> Consists of pre-wired flexible pipes from Preflex

> Less people needed for installation on site

> Makes electrical installation time 5 times shorter, prevents errors, saves on labor and material
Focus on healthy living and contribution to environment

CO$_2$-neutral brick

- Clay bricks are naturally climate-friendly due to their durability, robustness and recyclability
- Our climate-neutral brick combines natural properties with additional measures:
  - reducing the overall energy demand in production
  - using renewable energies
  - additional climate protection measures
- Due to its thermal conductivity, less energy is used once the brick is installed
- The climate neutrality of our pearlite-filled bricks protects the climate – for a lifetime